Saturday, April First, 1916.

lan Is Known By His Handwritin

UNDREDS of well-known men and women, leaders in professional, business and social life, have recently taken advantage of The Herald's offer of graphological readings.

These analyses are made by De Witt B. Lucas, the writer of the very interesting series of articles on

graphology, one of which appears herewith. Mr. Lucas consented to make these analyses for readers of The Herald at nominal cost to acquaint them with the practical value of graphology.

If you want your own characteristics or those of a friend noted, send 50 cents, with the coupon from this page. You will be surprised, as others have been, at the accuracy of the graphologist's work.

Monthon Me

This offer to readers will be continued for only a limited time. Send your autographa now.

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BY DE WITT B. LUGAS.

UNTIL a short time ago, when a business man required the services of another porson, it was constonary to place an advertisement in the daily papers soliciting correspondence from those likely to synchronize with the duties and opportunities offered. From the grist of answers it was next in order to select two or three of the most likely applicants, write them up through the medium of their address. The aelection was then made taking all things into consideration, and there was a new man on the job.

Sometimes the new employe made good and sometimes the didn't in either case, it takes about four weeks of testing and experience for an employer to be a "aquare peg in a round hole," he was diaminsed with four weeks pay, and the employer had four weeks pay, and the employer had four weeks pay, and the employer had four weeks. Then he would start in and do it all over again, and continue the system ad libitum.

If the new man happened by any chance to prove his worth, then the employer would pat himself on the back as a extraordinary indge of human nature. As to the other side, this deponent sayeth not.

Much of this old uncertainty with regard to employing help is now elluminating into consideration, and there was a new man on the job.

Sometimes the new employe made good and sometimes he didn't in either case, it takes about four weeks of testing and experience for an employer to viscondate the will power, ambilion, temperatured was cannot help only weeks expendence and moral stamming the would start in and do it all over again, and then "size them up" the new man happened by any chance to prove his worth then the employer would pat himself on the back as a same and many worth a perience, and entered up his time and isolar was cannot ment be deed in advance whether the writer of this or that specimen is "worth" a perience, and entered up his time and lower ambility of the solidation of the provent and

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observed at your convenience and leisure.

Since the beginning of these articles explaining the actence of graphulogy, the mails have brought many specific inquiries from interested readers. Here is one of them received since the last article appeared:

"If graphulogy is so valuable, and you can do what you chaim, how is it that the science is so little known! Why haven't we heard of it before!"

That is a good, straightforward question, and worth a satisfactory answer. Two hundred years ago comparatively few people could read and write. There were only the crudest implements employed in the correspondence of those days, consequently those whose business it was to record the thought and ideas of the day performed their work with so much labor that the resultant product possessed but little value igenerally speaking) for graphological research. First the stylus, then the reed and then the quill was employed. But with the invention of steel pans, the tremendous development of education, links that flow freely and are permanent and writing papers calculated to give the best results, the ground has been thoroughly prepared for the scientific study, and analysis of mind impulses executed through the fingers.

nadder who is one afothe or Common in our Compas have signified their willings A selfish glutton; given to overcating and drinking. and stamped envelope. for which oplew sends me and analysis of the A coarse and vulgar nature in speech and dress. However, on the whole so rather suteresting of you did not giles

A very passionate, emotional and sensual nature.

PLATE 8-GLUTTONY, VULGARITY, SENSUALITY

with the motive power of character heading them.

This week we shall take up again that letter from your new correspondent and see how much of vulgarity and sensuality there is in his nature. Flaure A is the writing of a man who would wear a 15-cent necktic till it was "ship" with grease and yet think nothing of spending \$2 on a dinner for himself. Note the large hooks applied to the beginning and ending of several words the way the pen has been pressed down.

The "close fist' Figure C is a good example from the pen of one who cut the hair from a woman's bead to companie for a month's back rent. It has a narrow apprile a selfish desire to accumulate money. All three of these specimens are interesting studies. Contrast them with Figure D. See what a vast difference there is in the long, generous flowing terminals, wide apaces between letters and the generous fiction that it is a most interesting and instructive one.

esting and instructive one.

Just a few words before we close this article, on one of the most important graphological letters—the capital "M". It is important because it can be made in so many different ways. It tells of pride, independence, pretension, imagination and many other things. A study of the special plate printed herewith will prove instructive and entertaining. We shall have something more to say about this all-important letter in subsequent articles. These letters are all clipped from correspondence that has come to the author covering a period of many years. Each one has a special story to tell, which will be taken up more in detail later on.

In the other special plate you will In Figure B we still find some of the hooks above referred to, but this is a person who would wear a \$500 diamond in a soiled negligee shirt at high noon. It shows had taste and vulgarity in the ungraceful forms, rather dirty and filledup writing, though there is good, generous impulse present, shown in the long upshed to many terminals. These also speak of imagination.

These also speak of imagination.

Figure C is the writing of a very sensual person. Note how the writing leans to the right. Affections overdeveloped, a fondness for the physical attractions of the oposite sex is clearly shown in this passionate, smeary writing with ranged edges. Here you will also note the uneven pressure of the pen on the paper.

Perhaps your new friend is stingy and avariclous. Take a look at Plate 5. Figure A gives us a good, wholesome economy. The writing extends from edge to edge of the sheet, there are no long, flowing terminals, though the words are not cramped, and the ink has not been spared. The lines run close together, though the words are clearly spaced and the connections between letters are curved and without heing miserly or penurious. Figure B is the writing of a very "near" person, one who will scheme to get a few cents the better of you. Notice the oramped "mean" writing. Many incurling terminals pespeak the selfish instinct and the corrections between letters are curved and without heing miserly or penurious. Figure B is the writing of a very "near" person, one who will scheme to get a few cents the better of you. Notice the oramped "mean" writing. Many incurling terminals pespeak the selfish instinct and the correction.

PLATE 9-ECONOMY, THRIFT, AVARICE-GENEROSITI you were thing I am weaking and am agrain to acred it so A A good, whole ome economy is shown in this script.

and will consider it well work ten cento to have " ou "plow me - This is the writing of a v. , thafty person.

Warld hart him of he Knew C. Shows avarice and a desire to accumulate money.

Contrast this large, generous, well-spaced writing

ing is that in which both logic and in-tution appear to be about equally balanced. Such writers, if they posess | Copyright, 1916, by De Witt B. Leone.

GRAPHOLOGY COUPON

By special arrangement with Mr. De Witt R Lucas, the author of these articles. The El Pano Herald is enabled to secure for its readers Condensed Graphological Analyses of their handwriting (or that of their friends) performed by this foremost expert, setting forth the principal traits of personality disclosed in such autographs. To obtain one of these CHARACTER CAMEOS you must carefully observe these five simple conditions, from which there will be no deviation:

you must carefully observe these five simple conditions, from which there will be no deviation:

1. Clip this Coupon (which is good for two weeks)

2. Fasten it to fifty (50) words of writing (your own or another's), performed in a metural manner—IN INK—on UNRULED PAPER. (Do not try to force, alter, or disguise the writing from your free and natural style, or dissatisfaction with the analysis may result).

3. Enclose a self addressed and STAMPED (2c) ENVELOPE, together with PIFTY CENTS (50c) in any form most convenient. (If two specimens are sent for analysis, two coupons and one dollar will be required, etc.)

4. Place your name and address written (or printed) legibly on such specimen, and on cover envelope to insure safe delivery or return to you. (Always identify your specimens by name or number to avoid confusion as to whom the analysis is intended for).

NO SPECIMENS WILL BE BETURNED.

NO SPECIMENS WILL BE RETURNED. Enclose all in a strong envelope, seal, and direct to the Graphologist, care of El Pase Herald. EXPLANATION.

EXPLANATION.

The small charge made for these Character Camece must not be considered in any sense as adequate compensation for this work. It is made nonematry to cover the cost of stemographers, printed matter, clerk hirs, office maintenance and other incidental expenses.

You will not only be astonished, but greatly helped by the accuracy, utility and application of Mr. Lucas's work. Every specimen receives his personal attention. Inquiries or requests contained in letters should be emphasized in some manner, by underscoring in blue or red pencil, to insure his attention, as letters analyzed are not read. You may expect a reply within 20 days, scaled, in your own envelops. These Character Cameos are personal communications. Neither names, addresses nor deductions will be published.

YOU RECEIVE HIGHLY SPECIALIZED ABILITY IN THIS ANALYSIS.
No. 5.

Some Scientific Study Out of School

How East and West Run in Circles Round the Earth's Surface and Vanish at the Poles; and How the Pull of the Earth Diminishes With Distance.

BY GARRETT P. SERVISS.
"If I were to start at a given point on the squator in the western hemisphere and travel in an easterly direction, and make a complete circuit to the starting point, would I at any time be traveling in a westerly direction? and if so, at what point?—R.

E are terms expressing ideas are terms expressing ideas of di-rection based upon the rotation of the earth about a fixed axis. If we go toward one of the poles or ends of the axis, we say we are going north,

said the Head Barber. "Union gents is bad enough to deal with sometimes, but surchanging "points of the compass," "I don't see why, George," said the "Into ever afficting positions. I don't see why, George, "said the surchanging "points of the compass," "I don't see why, George," said the walk around the earth. Roling north or south out a meridian line, your direction would change whon you passed through either of the poles if you started ag the ecuator aand went north pole, and no matter what you faced when you steped across the north pole, and no matter what you faced when you ware at the pole seep direction on the earth would be south. As you stood on the pole exery direction no you would receil that with the spin of the earth mental conceptions of a submitted that the spin of the earth mental earth would be south. You and me manage to keep out of war, don't we?"

That's on account of my disposition, said the Head Barber. "I was born sungassingly to twist round, one way of the other, on you here needs the inner the would be after the conceptions of a submitted that mental conceptions of a submitted that such the spin of the earth would be simply to twist round, one way of the other, on you here needs and the spin of the earth would be simply to twist round, one way of the other, on you here needs and the spin earth would be simply to twist round, one way of the other, on you here needs to such a spin went. And, to put yourself in motion of directions to the face of the spin went and from that point every directions of directions to the face of the sarth, and from that point every directions are from that point every directions are from the south pole every direction in the series of the control of the earth around its axis.

The ideas of east and west in the heavens are, similarly, based on the rotation of the earth around its axis.

The ideas of east and west in the heavens are, similarly, based on the rotation of the earth around its axis.

"Please explain at what height above the earth's surface a one-pound weight would weigh only one-half pound.—P. R. Philadelphin."

At a height of about 1639 miles. If you wish to make for yourself such calculations, which are all of the same nature as that whereby Newton proved the law of stravita-flom, and thus laid the foundations of modern astronomy, you have only to remember that the force of the earth's attraction, to which "weight" is due, varies inversely as the square of the distance between the earth's center and the attracted body. center and the attracted body.

A Series of Much Humor

The Manicure Lady BY WILLIAM F. KIRK.

HAT gent which has just went Milliners' union. He told me all about

"It must be kind of hard for him to get along with a lot of union ladies." said the Head Barber. "Union gents is bad enough to deal with sometimes, but

of School

"Is Surface and Vanish at ishes With Distance."

If the distance increases the weight decreases. In the case in hand, the first weight is 1 and the ascend is 5. To avoid long multiplication call the body above the earth, since the body to begin with lies on the earth's surface), unity, or 1, and call the second distance X. Then, by the rule of three."

X squared divided by 2 equals 1, whence X squared equals 2, and X. whence X squared equals 2, and X. whence X squared equals 4. Now multiply the radius of the earth, 2,559 miles, by 1,414 and we get 5,598 miles as the value of X. Subtracting from this the radius of the earth, the remainder, 1,639, represents the height of the body above the earth's surface.

A New Series By Dorothy Dix Why I Never Married

The Woman Who Did Not Dare Propose Tells Her Story.

attractive, intelligent, full of human affection and tender-

is it because they were bent on cellbacy? Or is it because men were too stupid to know a good thing when they saw it, and so passed them over? Or is it the fault of social conditions that never gave them their matrimonial chance?

never gave them their matrimonial chance?

It is one of life's great puzzles, and in an attempt to solve it. Dorothy Dix has asked a number of charming old maids why they never married.

BY DOROTHY DIX, SETT HE reason that I am an old maid," said the first woman, "is because custom and convention debar a woman from picking out her mate. If I had been permitted to pop the question I should now be a nice old grandmother, knitting pink baby socks, instead of a lonely spinster trying to fill in her life with

a vicarious interest in "causes." "Of course I had plenty of chances to marry. Every woman who isn't a freek can marry if she will take what she can get but, as the children say, I was "choley." I knew exactly the kind of a man I wantel for a husband, and if I couldn't get him I preferred to do without one "So I am an old mald because the

men who proposed to me I wouldn't have as a gift, and the man I wanted, I didn't have the courage to propose to myself.

have as a sift, and the man I wanted, I didn't have the courage to propose to myzelf.

A Common Case.

"I think my case is a very common one. There are many women like myzelf who have a high ideal of what marriage should mean. To them it thould be a real mating, a unies of heart and soul. They are incapable of marrying for a home or a support, or for the privilege of writing "Mrs." before their names. "These women would be glad enough to marry if the right man came along, but when he doesn't they refuse is compromise on a makeshift. They would rather be old maids than make a mockery of marriage. They would rather do writtout love than to take a lower love.

"Now, the maddening thing to those of us who belong to this class of old maids is that we do not go through life essriching for an impossible ideal of a man without ever finding him. The tragedy less in the fact that we generally do find him, hat convention doesn't allow us to grab him and run off home would be glad enough to the right man came along, but when the marry him because he had nothing to diese for marriage. They would rather do writtout love than to take a lower love.

"Now, the maddening thing to those of us who belong to this class of old maids is that we do not go through life essriching for an impossible ideal of a man without ever finding him. The tragedy less in the fact that we generally do find him, hat convention doesn't allow us to grab him and run off home would be glad enough to him the glad news that we think that he is it, and he sees us making signs and passes at him, but doesn't linow the femaline rodebook well. "No, I couldn't say to him, Tve got more, and strength, and beauty and take your burden off your shoulders, and you'll get well and be happy ever after."

"On the contrary, we have to stand the life the most beautiful soul and the

all to leve with a woman he wouldn't wait for her to pick him out. He would do mer the picking himself. Not at all. Only men of great initiative ever think of things for themselves. Everything else is suggested to them. Yet look how enthusiastic they become over schemes that are attractively presented to them! at all.
"You may say that if a man were
in love with a woman he wouldn't wait
for her to pick him out. He would do
the picking himself. Not at all. Only

The Daily Novelette Overboard.

Better give a peop.

Look before you loop.

Anillog on the doop. LL night long Gilbert

A had tossed fearfully in dreams his stateroom on the Tomalia. of submarines. B-b-b-ump!! With a yell of terror he leaped from

his bunk and rushed up to the missen deck. There all was temuit and con-fusion, but especially tumuit. Officers were hurrying to and fro and back and to, giving low orders in loud tomes. Chattering in every tooth, Gilbert Pa-can chutched the captain by the left epanietts.

"Is there any hone." he manued.

can clutched the captain by the left epaulette.

"Is there any hope?" he sasped.

"Be calm," said the captain. There is no use for excitament now."

"Oh that horrid bump! The life preservers," where are they?" cried Pecan.

"It's too late for life preservers," replied the captain shortly, and left him blowing. "Avast the belay, there! Shiver the timbers!"

"I'm lost!" wept Gilbert, and seised an able seaman by an able arm.

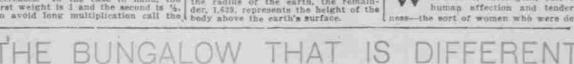
"Two hundred dollars if you swim with me to safesty?" he cried.

"Sure," said the able seaman, and pocketing the two hundred, he grabbed Pecan, leaped overboard with him and in four strokes had him on isnd, for the dreadful hump had been but the good ship Tomalia arriving at her dock.

And they always end up by thinking they originated the idea.

The time Man.

"The same thing would held good in matrimony. Resides, many a man who is really in love with a woman does not ask her to marry him because he thinks that she is above him in social antion or accustomed to more lux-







out," said the Manicure Lady, or been took home by a friend. I was over there a month once, kid. The speed nearly killed me and I thought I was too fast for New York."

I was too fast for New York.

Looks to the Future.

"Well," mused the estanciare Lady,
"maybe the day will come when us
manicure girls will organize and have
a grand little union of our own. Then
we won't reed to expect no tips, which
will kind of lift us out of the class of

REAR PORCH KITCHEN 想治×年予 5 + 19. 切汽工班生 up CID PHOPY HALL CHAMBER 5×15A LIVING ROOM

THIS design is of a complete and modern bungalow. The layout is ideal, all rooms are large and well lighted, and, as arranged, will be cool in summer on account of the through drafts.

The porches add to the comfort of the house. There are living room, recep-

tion hall, dining room, kitchen, bed room and bath, and two additional rooms